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Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 10736 081348Z

41
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
---------- 055553
R 081257Z JUL 76
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 6082

UNCLAS MOSCOW 10736

USDOC FOR BEWT/TDAD (STEIN AND HOROSCHAK)

E.O. 11652: N/A
TAGS: BEXP, BTRA, EEWT, UR, US
SUBJECT: SOVIET MINISTRY OF CHEMICAL AND PETROLEUM MACHINE BUILDING PLANS TO SEND DELEGATION TO US IN AUGUST 1976

1. SOVIET MINISTRY OF CHEMICAL AND PETROLEUM MACHINE BUILDING HAS REQUESTED ASSISTANCE OF COMMERCIAL OFFICE AND DEPARTMENT OF COMMERCE IN ORGANIZING DELEGATION OF SOVIET SPECIALISTS TO VISIT FOUR AMERICAN FIRMS IN AREA OF OFFSHORE DRILLING EQUIPMENT. FIRMS OF INTEREST TO SOVIETS ARE CAMERON IRON WORKS, HYDRIL, RUCKER-SHAFFER, AND STEWART STEENSON; MINISTRY HOPING TO SEND DELEGATION FOR 16-DAY VISIT "DURING AUGUST" WITH SPECIFIC TIMING LEFT TO FIRMS. ALTHOUGH EXACT COMPOSITION OF DELEGATION HAS NOT YET BEEN DECIDED, MINISTRY EXPECTS GROUP TO CONSIST OF 5 SPECIALISTS FROM SEVERAL OF ITS INSTITUTES. (THERE WILL BE NO DEPUTY MINISTERS, AND APPARENTLY THE HIGHEST RANKING MEMBER MIGHT BE AN INSTITUTE DIRECTOR.)

2. MINISTRY HAS PROVIDED FOLLOWING LIST OF SUBJECTS ON WHICH DELEGATION WOULD LIKE TO FOCUS AT EACH RESPECTIVE FIRM:
A) CAMERON IRON WORKS, INC. OF HOUSTON, TEXAS (MINISTRY ACTUALLY PROVIDED NAME OF CAMERON OIL TOOL PRODUCTS, WHICH MAY BE DIVISION OF CAMERON IRON WORKS) (TEL. 713-683-2211).
SUBJECTS - METHODS FOR TESTING BLOW-OUT PREVENTERS FOR OFF-SHORE DRILLING AT 200 METER DEPTH; AND METHODS FOR INSTALLATION OF BLOW-OUT PREVENTERS ON SEA FLOOR. VISIT TO BOTH HEADQUARTERS AND PLANT REQUESTED.
EMBASSY COMMENT - CAMERON IRON WORKS PARTICIPATED IN OCTOBER
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1975 EXHIBITION ON OIL AND GAS PIPELINE EQUIPMENT; WE ARE ALERTING

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FIRM'S WEST GERMAN OFFICE, WHICH HANDLED PARTICIPATION IN THAT JEEP, BUT WILL STRESS THAT ARRANGEMENTS ARE BEING COORDINATED BY USDOC AND THAT CAMERON'S HOUSTON OFFICE SHOULD STAY IN TOUCH WITH BEWT.

B) HYDRIL COMPANY OF LOSS ANGELES, CAL. (TEL 213-680-1910)

SUBJECT - AUTOMATIC SYSTEMS USED WITH OIL EXPLORATION AND OIL REFINING EQUIPMENT. VISIT TO GENERAL OFFICES REQUESTED.

C) RUCJER-SHAFFER OF HOUSTON, TEXAS (TEL. 713-228-7401)

SUBJECT - METHODS FOR THE DESIGN AND PRODUCTION OF CLOSURE FITTINGS (SHUT-OFF VALVES?) AT A TEMPERATURE OF MINUS 60 DEGREES CENTIGRADE.

EMBASSY COMMENT - AS BEWT WELL AWARE, RUCKER-SHAFFER HAS BEEN ENGOTIATING WITH SOVIETS FOR SOME TIME ON SALE OF OIL DRILLING EQUIPMENT FOR OFF-SHORE PLATFORMS; IT IS NOT CLEAR, HOWEVER, WHETHER THIS TECHNICALLY ORIENTED DELEGATION WOULD BE COMPETENT TO DISCUSS ANY OF THE CRITICAL FINANCING PROBLEMS WHICH HAVE HINDERED CONCLUSION OF A CONTRACT.

D) STEWART AND STEVENSON OF HOUSTON, TEXAS (TEL. 713-222-8481)

SUBJECTS - CONTROL MECHANISMS FOR BLOW-OUT PREVENTERS; METHODS AND EQUIPMENT USED FOR CONTROL. VISIT TO BOTH HEADQUARTERS AND PLANT REQUESTED.

EMBASSY COMMENT - STEWART AND STEVENSON, WHICH IS ALSO ENGAGED IN NEGOTIATIONS WITH SOVIETS ON ANCILLARY EQUIPMENT FOR OFF-SHORE RIGS, PARTICIPATED IN THE MARCH 1975 EXHIBIT ON OIL AND GAS FIELD EQUIPMENT. PAUL C. KOOMEY, VICE PRESIDENT OF THE OILFIELD DIVISION, ORGANIZED THE FIRM'S PARTICIPATION AND MAY BE THE BEST CONTACT.

3. EMBASSY BELIEVES THAT IT WOULD BE HIGHLY DESIRABLE TO ACCOMMO-DATE MINISTRY'S REQUEST FOR ASSISTANCE IN PUTTING THIS VISIT TOGETHER, PARTICULARLY IN LIGHT OF CONSIDERABLE COMMERCIAL POTENTIAL OF U.S. EXPORTS IN AREA OF OFF-SHORE OIL DRILLIING EQUIPMENT. MINISTRY OF CHEMICAL AND PETROLEUM BUILDING HAS ALSO BEEN COOPERATIVE WITH COMMERCIAL OFFICE PROGRAMS AND, AS INDICATED BY DIRECT REQUEST TO EMBASSY IN THIS INSTANCE, HAS BEEN WILLING TO TAKE UP OUR OFT-REPEATED OFFER TO PROVIDE ASSISTANCE IN ARRANGING VISITS TO AMERICAN FIRMS. WE WOULD APPRECIATE RECEIVING STATUS REPORT ON FIRMS' INITIAL REACTIONS TO PROPOSED VISIT, INCLUDING ANY REQUESTS BY FIRMS FOR CLARIFICATION OF SUBJECTS LISTED ABOVE.

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4. WE HAVE IMPRESSED UPON MINISTRY NEED TO SUBMIT VISA REQUESTS AT EARLY DATE, AND SUGGESTED THAT MINISTRY PASS COPY OF DELEGATION NAMES (WITH BIO DATA) DIRECTLY TO EMBASSY FOR FORWARDING TO DEPARTMENT OF STATE.

MATLOCK

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Current Classification: UNCLASSIFIED
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Copy: SINGLE
Draft Date: 08 JUL 1976
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Disposition Action: n/a
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Disposition Authority: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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